



News Release

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DGS honors individuals, teams who enhanced public procurement in the Commonwealth

~ Secretary Rodrigues, others receive Xcelerator Awards at Public Procurement Forum ~

Virginia Beach, VA –The Department of General Services’ Division of Purchases and Supply on Monday recognized public procurement professionals and other officials whose achievements have advanced the process for purchasing goods and services in the Commonwealth.

Although not a procurement professional by trade, Secretary of Administration Nancy Rodrigues was honored with the Procurement Champion Award, a special award created this year to honor the dedication and commitment of an individual to advancing Virginia procurement and enhancing opportunities for small businesses to participate in government contracting. Rodrigues has traveled Virginia several times over during her tenure in the McAuliffe Cabinet, participating in dozens of outreach and training events and conducting annual sessions at the Public Procurement Forum. Rodrigues’ tireless dedication to public procurement professionals across the Commonwealth has led not only to greater training opportunities for practitioners, but also greater visibility for procurement in the offices of senior Commonwealth officials.

The division presented the Procurement Xcelerator Awards to individuals and teams during a luncheon at the 2017 Public Procurement Forum at the Virginia Beach Convention Center. In its fourth year, the awards program recognizes how procurement is used to meet the strategic goals of public agencies and to highlight the outstanding contributions of employees at state agencies, local governments and institutions of higher education in advancing efficiency and effectiveness in their supply chains.

The 2017 Procurement Xcelerator Award winners include:

INDIVIDUAL AWARDS

- **Procurement Achievement Award** _ Recognizes a professional whose efforts have had a significant impact on the wider organization or secured procurement a seat at the management table:
 - Daniel K. Hinderliter, Department of Behavioral Health and Developmental Services for his efforts to improve training and outreach to the procurement staff over a large and complex agency with multiple offices and programs and thousands of employees, resulting in improved service performance and streamlined procedures and processes to enable end user departments to better manage contracts.
- **Career Achievement Award** _ Recognizes a longtime procurement professional whose achievements showcase innovation, adeptness at applying procurement principles to solve difficult issues or advancing public procurement:
 - John S. Westrick, Office of the Attorney General for his steady hand and thorough approach to procurement issues throughout his nearly 30-year tenure with the Office of the Attorney General. Through his mastery of the details of procurement law, he strives to achieve consistency and timeliness in his approach to issues while recognizing agency challenges in a pragmatic and meaningful way.

TEAM/AGENCY AWARDS

- **Innovation Award** _ Recognizes a procurement or sourcing project, action or initiative that has demonstrated true innovation or has realized a significant transformation of the procurement function:
 - The Procurement Services Team at the College of William and Mary adopted a strategic sourcing/category management approach to procurement that transformed a decentralized model with departmental autonomy for delegated authority purchases into an enterprise-wide assessment of spend. The effort resulted in streamlined buying channels, reduced prices on goods and services, ensured quality products and, in some cases, increased rebates or generated revenue.
- **Supply Chain Management Award** _ Recognizes a team that has implemented an initiative or practice that has most positively impacted the performance of the organization's supply chain:
 - The Office of Purchasing and General Services, Virginia Department of Health implemented eVA contract management across the organization to address the challenge of having a decentralized organization where each district and office had its own delegated procurement authority. The change to the eVA contract management system resulted in better communication and training, reduced risks, and cost savings, operational efficiencies, and an improvement in supplier relationship management.

- **Statewide Electronic Procurement “eVA” Award** _ Recognizes a team that successfully used eVA to advance procurement in the agency:
 - The Bedford Regional Water Authority began using eVA when it issued a solicitation and knew the responses it received were too expensive. The authority convinced management to leverage eVA to issue a Quick Quote, resulting in a savings of nearly \$10,000. Since then, the authority has awarded 13 additional Quick Quote solicitations, with a savings of more than \$48,000. More than 60 percent of those being made to small, women-owned, or minority-owned (SWaM) businesses and nearly 50 percent went to micro-businesses.

For more information about the Division of Purchases and Supply or 2017 Forum, visit www.dgs.virginia.gov.

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